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The Agricultural Trade and Marketing Information Center Newsletter

No. 13, August 1993 (Issued Quarterly)

Commodity Futures Trading Agricultural Option Pilot Program

As domestic and international agriculture becomes more market-oriented and internationally competitive, marketing and risk management become increasingly critical to American farmers, ranchers, and agribusiness, as well as to the processors/handlers of the food and fiber purchased by consumers around the world.

Futures and options are traded on organized, government regulated commodity exchanges, and are critical elements of marketing and price risk management.

A pilot program authorized in the 1990 Farm Bill is providing an opportunity for farmers to use options on futures contracts. It was designed to encourage farmers to use options on corn, soybeans, and wheat to reduce risk and protect prices and income from those commodities. The Options Pilot Program will determine:

- If options contracts can be used by producers to reduce price risk;
- If producers will accept and use options for that purpose, and what education they need to do so;

and

- What impact widespread adoption of options by producers will have on commodity prices.

Futures markets and exchanges exist world wide; trading takes place virtually around the clock. As European bourses are winding down, American markets are opening. Soon after U.S. exchanges close, Asian markets begin their daily trading. New markets, and new contracts, are emerging rapidly. For example a Japanese exchange will soon trade contracts for some U.S. origin

grains, the Moscow Commodity Exchange will soon begin trading agriculture contracts, and several Eastern European countries are planning to open commodity exchanges.

There is a large and varied amount of domestic and international literature on futures markets, originating from institutions of higher learning, government agencies, commodity exchanges, and the brokerage industry.

The USDA's Extension Service(ES), and the Commodity Futures Trading Commission (CFTC), have requested that the National Agricultural Library (NAL) expand the scope of the Agricultural Trade and Marketing Information Center (ATMIC) to include multimedia materials on risk management, futures and options markets, legislation and regulations, commodity trading, and related fields; and to assemble this literature in a central location as a service to farmers, agribusiness, government agencies, educators, and market practitioners like futures commission merchants, commodity trading advisors, associated person, and consultants.

Since the 1960's, the National Agricultural Library has been collecting materials on risk management, commodity futures trading, and related topics. Multimedia materials recently provided by the Cooperative Extension Services, Land Grant University's Departments of Ag Economics, and the Chicago Board of Trade were inputted to NAL's AGRICOLA Database and ISIS (Integrated System for Information Services). ISIS is a computerized card catalog containing the most current

(See Pilot Program, page 2)

(Pilot Program, continued from page 1)

bibliographic citations for multimedia materials added to NAL's collections.

Most people foresee the use of futures contracts and options as a substitute for direct government price and income support for farmers. Instead of relying on direct compensation from the government, farmers may be able to set their own price and income support levels, and achieve them through judicious use of futures and

options contracts. Government assistance, in the form of cost-sharing and education, could reduce the direct cost of public support for agriculture.

For more information on the Commodity Futures Trading Agricultural Options Pilot Program contact: Dr. Henry M. Bahn, National Program Leader, Marketing, Extension Service, USDA at (202) 720-4387 and Dr. John C. Foltz, Commodity Futures Trading Commission, Office of the Commissioner, tel: (202) 254-6318; FAX: (202) 254-3061.

Items of Interest

Basics of Exporting Videotape

Basics of Exporting is a 35-minute educational videotape, developed with support from the U.S. Small Business Administration (SBA) and the Bank of Boston. The videotape explains the basics of selling abroad. The cost is \$30.00.

To order a copy contact the SBA at (800) 827-5722.

Center for Agricultural Business

The California State University, Fresno, Department of Agricultural Economics, the Center for Agricultural Business (CAB), has developed comprehensive research and training programs in the agribusiness field, with emphasis in the following areas:

- Agricultural marketing and cooperatives; computer applications in agribusiness; farm labor management, farm labor research and training; farm management and accounting methods; food and fiber industry management; international trade and exporting; new agribusiness opportunities; and water and energy management.

For more information on the programs or services provided by the Center for Agricultural Business, contact: Dr. Bert Mason, Center Director, at (202) 278-4405.

Eastern Europe Looks for Partners

Under the U.S. Government's American Business Initiative, the Eastern Europe Business Information Center (EEBIC), U.S. Department of Commerce, International Trade Administration, has created the "Eastern Europe Looks for Partners" information service, designed to help U.S. businesses locate partnership opportunities in the expanding East European and Baltic markets.

The July 16, 1993 issue features: Agriculture and Agribusiness.

For more information and assistance contact: EEBIC, Room 7412, U.S. Department of Commerce, Washington, DC 20230, tel: (202) 482-2645.

(See Items, page 3)

Export to Win, Software

Export to Win is a computer-based training system for potential exporters, export counselors, students, and small- to medium-sized firms. The system was prepared by the U.S. Department of Commerce, Economic Development Administration. It gives detailed information on export marketing and the exporting process. The cost in U.S., Canada, and Mexico is \$60.00; outside U.S., \$120.00. Order # PB89-780035/CAU. (5 1/4 inch, 360K diskette for IBM-PC compatible computers. Requires 640K RAM)

Export to Win is available from: U.S. Department of Commerce, Technology Administration, National Technical Information Service, Springfield, VA 22161. Tel: (703) 487-4639; FAX: (703) 321-8547.

Global Marketing Educational Material Available

Two new sets of educational materials on global marketing are available: "Export Marketing-Getting Started" and "Going Global-Developing an International Market." "Export Marketing-Getting Started" is an advanced-level, in-service training program developed for extension agents and is based on a simplified four-step model designed to provide guidelines for understanding the process of establishing export sales through international distribution. For more information on "Export Marketing-Getting Started," contact: Todd Landfried, Extension Service/USDA, 3863 South Building, Washington, DC 20250-0900.

"Going Global-Developing an International Market" is an instructional video case study series. The course was designed to assist extension and other trade development professionals conduct workshops with Cooperative Extension personnel and business owners and managers. For information on "Going Global-Developing an International Market," contact: Information Department, Bulletins Office, Washington State University, 2 Cooper Building, Pullman, WA 99164-5912, tel: (509) 335-2857.

International Agribusiness Marketing

The Agricultural Satellite (AG*SAT) institutions are planning to offer a series of four courses on "International Agribusiness Marketing in a Transnational Environment." Support for the development of these classes has come from the institutions, the USDA Telecommunications Fund, and AG*SAT. Classes will begin in spring of 1994 via AG*SAT. The courses were designed to enhance opportunities for agricultural producers and businesses to compete profitably in the global market. (Source: *DownLink*, the Agricultural Satellite Corporation Newsletter, 3(2), May 1993 issue). More information on the International Agribusiness Marketing courses will be provided in the next issue of *DownLink*.

International Trade Legal Services

Law firms with offices located in most of the major trading countries who specialize in international trade law are listed in the March 1993 issue of *Global Trade and Transportation Magazine*, pp. 35-40. The information was researched and compiled by Terri Chisholm.

(See Items, page 4)

(Items, continued from page 3)

Peace Corps Center Aids U.S.-Bulgarian Business

The U.S. Peace Corps Multi-Link Center in Varna, Bulgaria assists Bulgarian firms prepare business plans, facilitate proposed technology transfers between U.S. firms and Bulgarian companies, and provide Bulgarian contacts for U.S. companies looking for distributors in Eastern Europe. For more information contact: Varna Multi-Link Center, 15 Suborni Blvd, P.O. Box 605, Varna 9000, Bulgaria. Tel: 011(359-52) 25-31-00; FAX: 011(359-52) 25-93-81.

Polish Foundation for the Economic Promotion of the Krakow Region

The Polish Foundation for the Economic Promotion of the Krakow Region seeks to promote the Krakow economy worldwide, and to provide information on the potential of Krakow's industry, trade and agriculture to foreign business people. For more information contact: The Foundation for the Economic Promotion of the Krakow Region, ul Kielecka 2, 31-526 Krakow, Poland. Tel: 011(48-12) 12-37-10; FAX: 011(48-12) 11-11-70.

Singapore Trade Connection Disc (CD-ROM)

The Singapore Trade Connection disc was produced by the Singapore Trade Development Board. Coverage includes: Singapore external trade statistics; monthly digest of statistics; economic survey of Singapore; directories 1992/1993; and country profiles. The system requires an IBM compatible with a 386 or better microprocessor, at least 512K of available RAM, a CD-ROM drive, and Microsoft Cd-ROM extensions installed under DOS 3.1 or later. Cost: annual subscription of 12 discs is \$300.00, a single copy costs \$35.00. For more information contact: J.A. Nathan, Trade Information Services, World Trade Center, #03-01, Lobby C, Singapore 0409, Republic of Singapore. Tel: 011-65-279-0426; FAX: 011-65-279-7073.

Publications

Books/Directories/Guides

- *A Basic Guide to Exporting.*

Washington, DC: U.S. Department of Commerce and International Trade Development, Inc. of Fairfax Station, Virginia. 1992. 173 pp. Cost: \$9.50 domestic, \$11.88 foreign. (S/N 003-009-00604-0).

Designed to help U.S. firms learn the costs and risks associated with exporting and develop a strategy for exporting. Includes appendixes for reference.

Order from: Superintendent of Documents, U.S. Government Printing Office, Washington, DC.

- *Iowa Directory of Exporters*, 19th edition.

Des Moines, IA: Iowa Department of Economic Development. 1993. 151 pp.

Available from: Iowa Department of Economic Development, 200 East Grand Avenue, Des Moines, IA 50309. Tel: (515) 242-4743.

- *Making the World Smaller/1992-1993 Florida Agricultural Export Directory.*

Tallahassee, FL: Division of Marketing and Information, Florida Department of Agriculture and Consumer Services. 1993. 123 pp.

(See Publications, page 5)

(Publications, continued from page 4)

Available from: Florida Department of Agriculture and Consumer Services, Division of Marketing and Information, Bureau of Development and Information, International Marketing Section, Room 411, Mayo Bldg., Tallahassee, FL 32399-0800. Tel: (904) 488-4366.

- *The Globalization of Agriculture*. Peter Taylor, editor. Guest editor: Frances Ufkes, University of Iowa, USA. (A special issue from *Political Geography*). Letchworth, Herts, UK: Turpin Distribution Services, Ltd. May 1993. Cost: \$65 for individuals, \$140 rest of world.

Contents: World food system restructuring under a GATT regime; trade liberalization, agro-food politics and the globalization of agriculture; shifting global strategies of US foreign food aid, 1955-1990; against the grain - agricultural trade politics of the US, the European Community and Japan at GATT; rural space as intellectual property; and resistance to Japanese rice policy: a case study of the Hachirogata model farm project.

Order from: Turpin Distribution Services, Ltd, Blackhorse Rd, Letchworth, Herts SG6 1HN, UK. Fax + 44 865 310898.

Bibliographies/Reports

ATMIC Publications:

Publications from ATMIC are available free upon request. Please enclose a self-addressed gummed label and send requests to: USDA, National Agricultural Library, ATTN: Agricultural Trade and Marketing Information Center, Room 304, 10301 Baltimore Blvd., Beltsville, MD 20705-2351.

- "Central and Eastern Europe: Going Global." Mary E. Lassanyi. Beltsville, MD: Agricultural Trade and Marketing Information Center, National Agricultural Library, U.S. Department of Agriculture, August 1993. 95 pp. *Special Reference Briefs* no. SRB 93-09. (Updates "Eastern Europe: Going Global," SRB 92-01, October 1991.)

Covers the following Central and East European countries: Albania, Bulgaria, Czech and Slovak Republic, Hungary, Poland, Romania, Russia and the Newly Independent States, Yugoslavia and its successor states. The Special Reference Brief includes selected materials from 1990 to the present with emphasis on publications containing information on joint ventures, business, opportunities, marketing guidelines, and international trade. (Available mid-September)

- "Seafood Marketing Resources." Mary E. Lassanyi. Beltsville, MD: Agricultural Trade and Marketing Information Center, National Agricultural Library, U.S. Department of Agriculture, June 1993. 33 pp. *Special Reference Briefs* no. SRB 93-03.

Coverage: Aquaculture/Fish and Seafood Industry specialized resources, including databases. Directories, monographs, reports, hearings, legislation, safety concerns, journals and other references. Also includes contacts, seafood shows, foreign chambers of commerce in the U.S., foreign and U.S. companies.

Agricultural Marketing Service (AMS) Publication:

- "Agricultural Export Transportation Workbook." Welby, Ellen M. and Brian McGregor. *Agriculture Handbook* no. 700. Washington, DC: International Transportation Branch, Transportation and Marketing Division, Agricultural Marketing Service, U.S. Department of Agriculture, February 1993. 219 pp.

This publication offers guidelines for the safe transport of agricultural products to the overseas buyer, including tips on cooling, grading, packing, loading, storage, and the selection of transport equipment and mode of transportation. Includes information on how air carriers and steamship companies operate, and how to read and understand their tariffs. It provides complete samples of and explains the more common documents used in export transportation.

The "Workbook" is available from: International

(See Publications, page 6)

(Publications, continued from page 5)

Transportation Branch, Transportation and Marketing Division, Agricultural Marketing Service, U.S. Department of Agriculture, Room 1226 South Bldg., 14th Street and Independence Ave., SW, Washington, DC 20250-1000. Tel: (202) 690-1335.

Economic Research Service (ERS) Publications:

For ordering information on ERS Publications contact the Publications Office, Economic Research Service, U.S. Department of Agriculture, Room 208, 1301 New York Ave., NW, Washington, DC 20005.

- "Former USSR." Christian J. Foster, et. al. Washington, DC: Economic Research Service, U.S. Department of Agriculture, May 1993. 95 pp. *International Agriculture and Trade Reports* no. RS-93-1.

Contents: Economic reform in former USSR, recent changes in Ukrainian agricultural price policy, food imports, U.S. agricultural credits and aid to the Republics, projected 1993/94 grain imports, list of tables and figures.

Foreign Agriculture Service (FAS) Publications:

- *Food and Agricultural Export Directory*. Washington, DC: Foreign Agricultural Service, U.S. Department of Agriculture, February 1993. 90 pp. (Miscellaneous Publication No. 1509).

Coverage: Up-to-date listings and brief description of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products.

Available from: Foreign Agricultural Service, Information Division, U.S. Department of Agriculture, Room 5922 South Bldg., 14th Street and Independence Ave., SW, Washington, DC 20250-1000.

- *NAFTA Agriculture Fact Sheets: Commodities and Other Topics*. Washington, DC: Foreign Agricultural Service, International Trade Policy, Western Europe and Inter-American Division, revised April 26, 1993. 76 pp.

Coverage: Material discusses the NAFTA tariff and non-tariff provisions for selected agricultural commodities. It also includes several fact sheets on NAFTA provisions related to agricultural trade.

Available from: Foreign Agricultural Service, International Trade Policy, Western Europe and Inter-America Division, U.S. Department of Agriculture, Room 5506 South Bldg, 14th and Independence Ave., SW, Washington, DC 20250. Tel: (202) 720-1340; FAX: (202) 690-2079.

U.S. Department of Commerce Publications:

The following publications are in the Eastern Europe Business Information Center, U.S. Department of Commerce. For ordering information contact: Eastern Europe Business Information Center, U.S. Department of Commerce, Room H-7412, Washington, DC 20230. Tel: (202) 482-2645; FAX: (202) 482-4473.

- *News Sources on Eastern Europe and the Baltics*. Washington, DC: Eastern Europe Business Information Center, U.S. Department of Commerce, September 1992. 22 pp.
- *Sources for Financing Your Ventures in Eastern Europe*. Washington, DC: Eastern Europe Business Information Center, U.S. Department of Commerce, 1993. 14 pp.
- *U.S. Department of Commerce Business Services in Eastern Europe*. Washington, DC: Eastern Europe Business Information Center, U.S. Department of Commerce, June 1993. 3 pp.
- *U.S. Export Trading Companies Doing Business in Eastern Europe and the Newly Independent States*. Washington, DC: Office of Export Trading Company Affairs, U.S. Department of Commerce, May 1993. 40 pp.
- *U.S. Trade with Eastern Europe, 1988-1992 Highlights and Outlook for 1993*. Washington, DC: International Trade Administration, U.S. Department of Commerce, June 1993. (various pagings).

(See Publications, page 7)

U.S. General Accounting Office Publications:

For ordering information and cost of publications, contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20877, or call (202) 275-6241.

- *Agricultural Marketing. Export Opportunities for Wood Products in Japan Call for Customer Focus.* Washington, DC: Resources, Community, and Economic Development Division, U.S. General Accounting Office, May 1993. 32 pp. Report No. GAO/RCED-93-137.
- *Agricultural Trade. High-Value Product Sales Are Limited in Export Enhancement Program.* Washington, DC: Resources, Community, and Economic Development Division, U.S. General Accounting Office, April 1993. 26 pp. Report No. GAO/RCED-93-101.
- *Export Promotion. Improving Small Businesses' Access to Federal Programs.* (Testimony). Washington, DC: General Government Division, U.S. General Accounting Office, April 28, 1993. 9 pp. Report No. GAO/T-GGD-93-22.
- *Futures Markets. Preliminary Information Related to a Futures Transaction Fee.* Washington, DC: General Government Division, U.S. General Accounting Office, May 1993. 17 pp. Report No. GAO/GGD-93-108.
- *Grain Inspection. Industry Views on the Decline in Official Inspections and Inspection Costs.* Washington, DC: Resources, Community, and Economic Development Division, U.S. General Accounting Office, April 1993. 48 pp. Report No. GAO/RCED-93-147.
- *NAFTA. Issues Related to Textile/Apparel and Auto and Auto Parts Industries.* (Testimony). Washington, DC: General Government Division, U.S. General Accounting Office, May 4, 1993. 12 pp. Report No. GAO/T-GGD-93-27.
- *U.S.-Chilean Trade. Developments in the Agriculture Fisheries, and Forestry Sectors.* Washington, DC: General Government Division, U.S. General Accounting Office, April 1993. 44 pp. Report No. GAO/GGD-93-88.
- *USDA Research and Extension Agencies Missions, Structures, and Budgets.* Washington, DC: Resources, Community, and Economic Development Division, U.S. General Accounting Office, February 1993. 29 pp. Report No. GAO/RCED-93-74FS.
- *U.S. Department of Agriculture. Issues Related to the Export Credit Guarantee Programs.* (Testimony). Washington, DC: General Government Division, U.S. General Accounting Office, May 6, 1993. 15 pp. Report No. GAO/T-GGD-93-28.

Occasional Paper Series:

The following publications are in the *Occasional Paper Series* (OP) of the Center for Agricultural Export Development, University of Kentucky, Lexington, KY. For ordering information, contact: The Center for Agricultural Export Development, 300 Bradley Hall, University of Kentucky, Lexington, KY 40506-0058. Tel: (606) 257-7265; FAX: (606) 258-1026.

- *The Effect of NAFTA on US Burley Tobacco Growers.* Tvedt, Doug and Will Snell. Lexington, KY: Center for Agricultural Export Development, University of Kentucky, June 1993. 4 pp. Factsheet no. 03.
- *Hardwood Market Opportunities: Canada and Mexico.* Counts, Paul. Lexington, KY: Center for Agricultural Export Development, University of Kentucky, July 1993. 11 pp. Publication no. OP-26.
- *U.S. Investment in Mexico's Food Manufacturing Sector.* Vantreese, Valerie. Lexington, KY: Center for Agricultural Export Development, University of Kentucky, July 1993. 18 pp. Publication no. OP-27.

(See Publications, page 8)

Hudson Country Reports:

For ordering information and cost of publications, contact: Hudson Institute, Herman Kahn Center, P.O. Box 26-919, Indianapolis, IN 46226. Tel: (317) 545-1000.

- *The Czech and Slovak Republics: Two Paths for Eastern Europe.* Judy, Richard W. Indianapolis, IN: Hudson Institute, August 1992. 20 pp.
- *Russia at Risk.* Judy, Richard W. Indianapolis, IN: Hudson Institute, May 1993. 32 pp.

Magazines:

- *Czech Foreign Trade Magazine.* (Monthly)

Covers such topics as: Development of the Czech economy in 1992 and prognosis for 1993; directory of government departments and national institu-

tions, amendments to the commercial code; foreign capital in the Czech Republic, list of main members of the Council of Professional Associations, contacts, and fair prospects/fair grounds.

Published by the Czech Chamber of Commerce and Industry. For subscription information contact: PP Agency, V Jircharich 8, 110 00 Praha 1, Czech Republic. Tel: 42-2-203758; FAX: 42-2-203953.

- *Foreign Trade.* (Monthly magazine published in Russian and English)

Coverage: Commonwealth of States and the foreign market, bilateral relations, law and foreign trade and statistics.

Contributors: Editorial staff, Ministry for Foreign Economic Relations of the Russian Federation. For subscription information contact: Foreign Trade, Editorial Office, 11 Minskava St, Moscow, 121108 Russia. Tel: 145-68-94; FAX: 145-51-92.

Conferences/Meetings/Trade Shows/Trade Missions/Trade Fairs

Trade Shows:

SEPTEMBER 1993

7-12

EXPOAGRO'93, Santiago, Chile. For more information on participation in this show contact: Denyse C. Selesnick, International Trade Information Inc., 21031 Ventura Blvd., Suite 405, Woodland Hills, CA 91364. Tel: (818) 340-8864, FAX: (818) 340-7017.

12-22

ABRAS-93 Show, Rio de Janeiro, Brazil. For more information contact: John J. Reddington, Agricultural Counselor, U.S. Embassy, Brasilia, Unit 3500, APO AA 34030. Tel: 011-55-61-226-3159; FAX: 011-55-61-225-9136 or FAS Trade Show Office, USDA, Room 4944 South Bldg, Washington, DC 20250-1000. Tel: (202) 720-7417; FAX: (202) 690-4374.

OCTOBER 1993

1-6

POLAGRA'93, Poznan, Poland. The U.S. Departments of Agriculture and Commerce will jointly sponsor the official United States Exhibit at Polagra'93. For more information contact: Barbara Grabowska, U.S. and Foreign Commercial Service, tel: (48-22) 21-45-15; FAX: (48-22) 21-63-27 or Weyland Beeghly, Agricultural Counselor, American Embassy, tel: (48-22) 21-39-26; FAX: (48-22) 628-1172.

16-19

Food and Drinks Thailand'93-International Hospitality Show. Queen Sikirit Convention Center, Bangkok, Thailand. Contact: Mr. Paul March, tel: + 44(0)71 48 6 1951.

(See Meetings, page 9)

(Meetings, continued from page 8)

NOVEMBER 1993

- 10-14** **Tecnocarnica International Meat and Allied Industries Fair.** Feria de Barcelona, Barcelona, Spain. For more information contact: Feria de Barcelona, tel: 34-3-401-72-86.
- 10-14** **Alimentari Maghreb, International Food Fair for North Africa.** Foire Internationale de Casablanca, Casablanca, Morocco. For more information contact: Foire Internationale de Casablanca, tel: 34-3-301-72-86.

JANUARY 1994

- 22-25** **MEFEX'94.** 8th Middle East Food and Equipment Show and Salon Culinaire-MEFEX'94, Bahrain International Exhibition Center, Manama, Bahrain. For more information contact: Kurt Seifarth, FAS/Trade Show Office, tel: (202) 720-7417; FAX: 690-4374.

Trade Missions/Fairs:

SEPTEMBER 1993

- 7-11** **Southern Africa Business Expo'93,** Johannesburg, South Africa. For more information contact: USA Inc., 2025 Pennsylvania Ave., NW, Washington, DC 20006. Tel: 1-800-451-0004 or (202) 828-4155; FAX: (202) 828-5114.
- Sept 27-Oct 3
and Oct 11-17** **Plovdiv and Bucharest Fall Fairs,** Romania. For more information contact: Jeremy Keller at (202) 482-4915.
- Sept 28-Oct 1** **Consulting Services Trade Mission to Mexico City and Guadalajara, Mexico.** For additional information contact: J. Marc Chittum, Office of Service Industries, Room 1110, U.S. Department of Commerce, Washington, DC 20230. Tel: (202) 482-0345; FAX: (202) 482-2669.

OCTOBER 1993

- 18-27** **Environmental Technology Trade and Investment Mission to Hong Kong and Taiwan.** For further information contact: Frederica Wheeler, tel: (202) 482-3509; FAX: (202) 482-5665.

NOVEMBER 1993

- Nov. 1993** **Franchising Trade Mission to Budapest, Prague, and Sofia.** For more information contact: Brian Toohey, Hungary Desk Officer, U.S. Department of Commerce, tel: (202) 482-4915.

Conferences/Meetings:

SEPTEMBER 1993

- 22-24** **First International Food Data Base Conference,** Sydney, Australia. Contact: Professor Heather Greenfield, Department of Food Science and Technology, University of New South Wales, Kensington, NSW 2033, Australia.

(See Meetings, page 10)

Sept 26-Oct 1 **XV International Congress of Nutrition.** "Nutrition in a Sustainable Environment," Adelaide, Australia. Contact: The Secretariat, XV International Congress of Nutrition, CSIRO Division of Human Nutrition, P.O. Box 10041, Gouger St., Adelaide, SA 5000, Australia.

Sept 30-Oct 4 **International Baking Industry Exposition.** Las Vegas, NV. For more information contact: Nikki Gayhart, American Bakers Association, 1350 I Street NW, Suite 1290, Washington, DC 20005. Tel: (202) 789-0300.

OCTOBER 1993

3-6 **National Frozen Food Convention and Exposition,** Opryland Hotel, Nashville, Tenn. For more information call: (717) 657-8601.

4-6 **Food Ingredients Europe.** Paris, France. Contact: Edie Hanse (708) 635-9960

7-10 **International Meat Industry Convention and Exposition,** McCormick Place, Chicago, IL. For more information call: (703) 841-2400.

13-14 **Workshop on Food Safety Law and Regulations,** Washington, DC. Contact: Food and Drug Law Institute, 1000 Vermont Ave., NW, Suite 1200, Washington, DC 20005. Tel: (202) 371-1420.

19-21 **Foodtech'93,** Stoneleigh, UK. (Exhibition of equipment and services to improve food hygiene, safety and quality.) Contact: Stephen C. Hybs, Exhibition Director, Tomorrow's World Exhibitions, P.O. Box 77, Westbury on Trym, Bristol, BS9 1AZ, UK. Tel: +44 272 686529; FAX: +44 272 687010/

Oct 31-Nov 3 **11th Annual New Products Conference,** the Registry Resort, Naples, Florida. Contact: Jean Siwichi, (312) 321-6301.

NOVEMBER 1993

3 **12th Annual Agribusiness Issues and Outlook Conference,** Centre Plaza Holiday Inn, Fresno, CA. Sponsors: Center for Agricultural Business (CAB), California State University, Fresno, and Bank of America. For more information, contact CAB at (209) 278-4405.

7-10 **First International Symposium on Natural Colors,** Amherst, MA. Contact: P.C. Hereld, Suite 341, Whitney Center, 200 Leeder Hill Drive, Hamden, CT 06517. Tel: (203) 281-6766.

10-12 **International Symposium on New Information Technologies in Agriculture,** Bonn, Germany. Contact: Dr. Eberhard Munch-ZADI, P O Box 201415, D-5300 Bonn 2, Germany. Tel: (49)228-954-8117; FAX: (49)228-954-8149.

14-17 **Private Label Trade Show,** Private Label Manufacturers Association, Rosemount Convention Centre, Chicago, IL. For more information call: (212) 972-3131.